

Annual General Meeting Wednesday 17 November 2010

# AGM Address

Peter Wallace, Chairman

Peter Amos, Managing Director



## Order of the Annual General Meeting

**Peter Wallace**

Chairman's Welcome and Address

**Peter Amos**

Managing Director's Address

**Peter Wallace**

Consideration of motions before the meeting

Questions

Close

## Chairman's Welcome and Address

### Board Members

Peter Wallace-Chairman

Peter Amos-Managing Director

Ed Goodwin, Tom Amos, David Swift-Non Executive Directors

Robert Glasson-CFO, Company Secretary

### Auditor

Arthur Milner-PKF

## Managing Director's Address

### Financial Results 2010

Revenue down 7.6% to \$66.2M

EBIT down 11.1% to \$1.6M

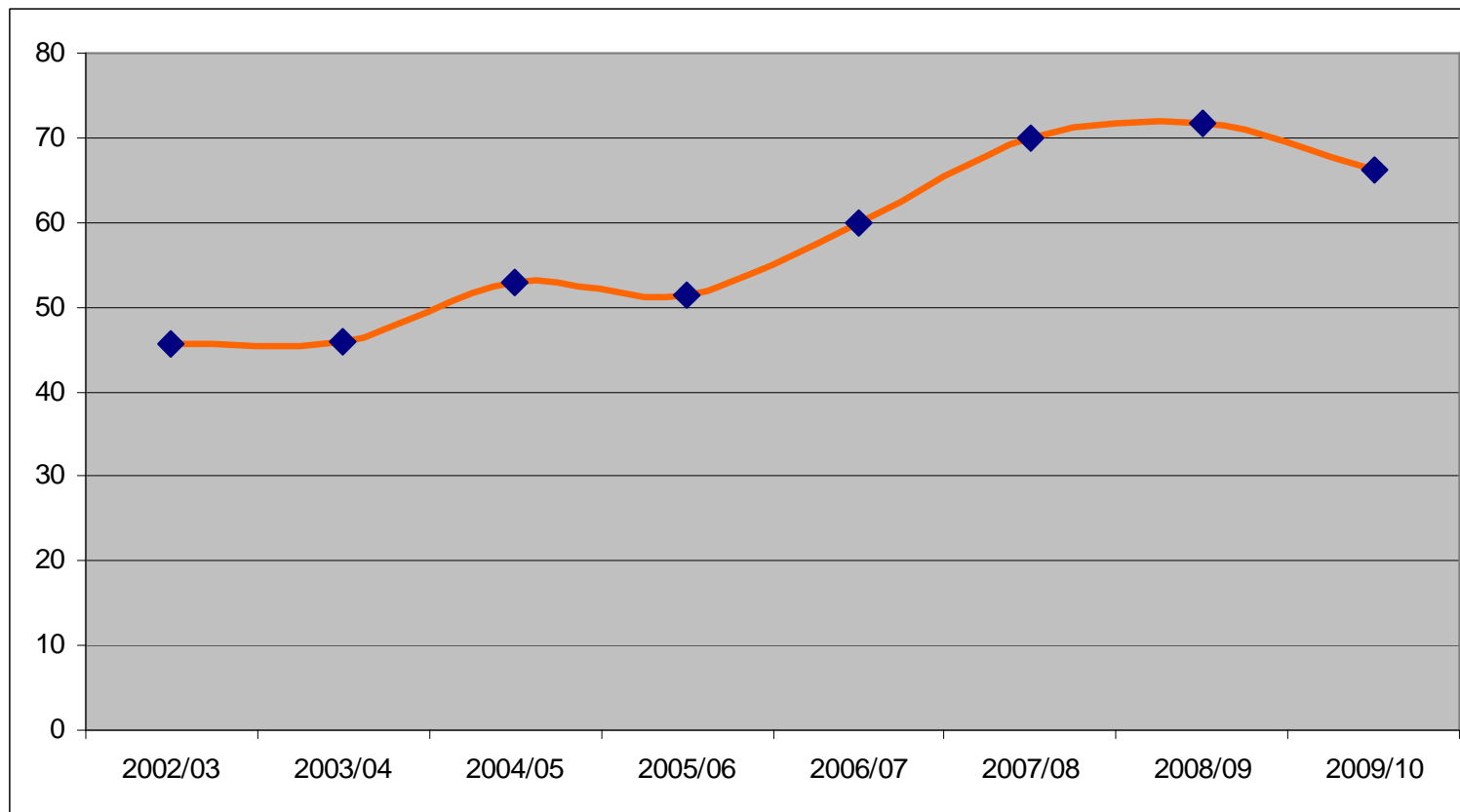
Basic EPS 5.2 cents

Full year dividend of 3.5 cents per share fully franked

A challenging second half

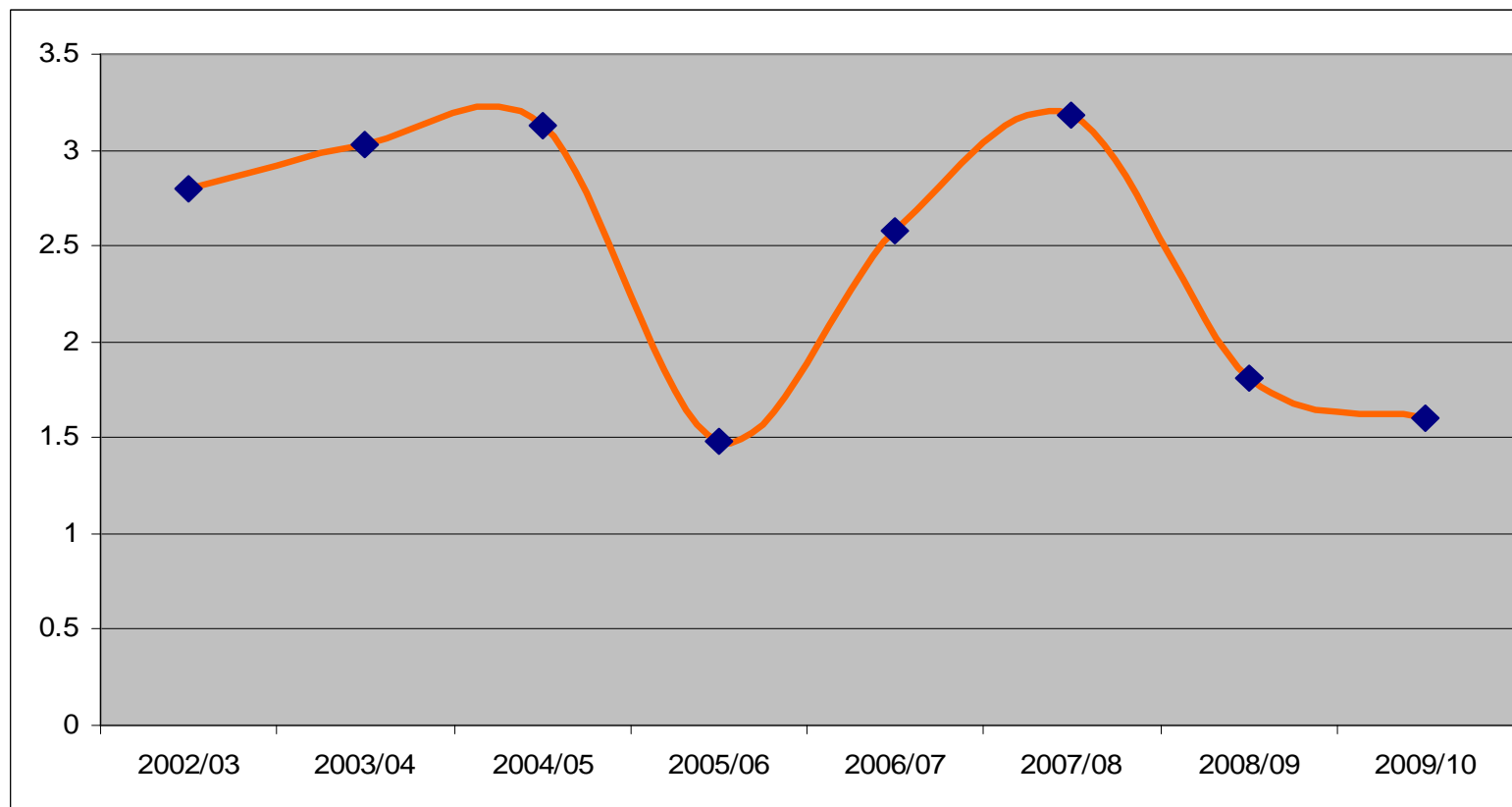
## Managing Director's Address

### Total Revenue From Ordinary Activities



## Managing Director's Address

### Net Profit After Tax



## Managing Director's Address

### Results Overview

A challenging year with a slow second half

Fewer capital projects completed

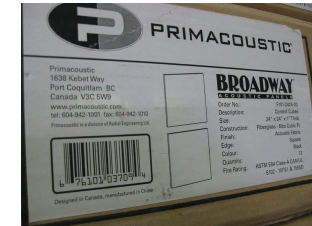
Mid to high end building market slow

Further consolidation of suppliers and customers



## Managing Director's Address

# Professional Segment



Fewer than expected projects due to funding delays

Extension of current contracts

Expanded market reach further into defense , law  
enforcement and surveillance

Expanded presence in the musical instrument sector





## Managing Director's Address

# Lifestyle Entertainment Segment



Launch of the new range of Onkyo receivers  
Expanded sales channels for accessories brands  
Strong first half sales across most product segments  
Continued push into videoconferencing, digital  
signage and new projection sectors (3d)

## Managing Director's Address

# Infrastructure Changes

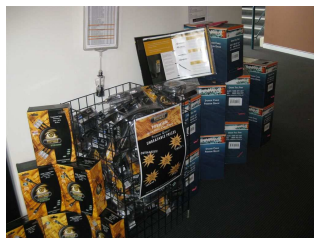


Optimised warehousing arrangements

Completed EDI implementation and advanced warehousing

Additional modules being implemented in the business information  
system

Have selected new premises for Sydney



## Managing Director's Address

### **First half outlook-December 2010**

Revenue expectations consistent with last year

Margins under pressure

Control costs

Expand market reach with new products and areas

Diversified sales model to market

Market stabilised with emerging signs of recovery

At this, time the board anticipates the revenue to be in the  
range of \$35m-\$37m and NPBT of \$1.0m-\$1.4m